



September 2014

# MISSOURI WORKS

Expanding Business and Creating Jobs

**Report to the General Assembly  
for Quarter Ending June 30, 2014**



**MISSOURI**  
Department of Economic Development





## Quarterly Report to the General Assembly

The Missouri Works Program was created to facilitate the creation and retention of high quality jobs by targeted business projects and went into effect on August 28, 2013. The Program includes 5 categories for participating: Zone, Rural, Statewide, Mega 120, Mega 140, and Retention Works. The benefits may include the retaining of state withholding taxes and/or state tax credits. There are both "statutory" and "discretionary" components to the program (Missouri Works Summary Page 3). Pursuant to RSMO 620.2020.15., the Department of Economic Development is required to provide on the following each quarter to the General Assembly:

1. A list of all approved and disapproved applicants for each tax credit (Pages 4 - 6);
2. A list of the aggregate amount of new or retained jobs that are directly attributable to the tax credits authorized (Pages 4 - 6);
3. A statement of the aggregate amount of new capital investment directly attributable to the tax credits authorized (Pages 4 - 6);
4. Documentation of the estimated net state fiscal benefit for each authorized project and, to the extent available, the actual benefit realized upon completion of such project or activity (Pages 4 - 6); and
5. The Department's response time for each request for a proposed benefit award under this program (Page 7).

## Missouri Works Summary

Program Type	Minimum Job Number	Minimum Investment	Minimum Average Wage	Benefit Type	Statutory Benefit Calculation	Discretionary Benefit Calculation	Other notes
<b>Zone Works</b>	2	\$100,000 within 2 years of approval	80% of County Average Wage	Statutory	Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 yrs for existing MO Business)	None	Project Facility must be located in an Enhanced Enterprise Zone
<b>Rural Works</b>	2	\$100,000 within 2 years of approval	90% of County Average Wage	Statutory	Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 yrs for existing MO Business)	None	Project facility must be located in a "rural" county, which would NOT include Boone, Buchanan, Clay, Greene, Jackson, St. Charles, and St. Louis City and County.
<b>Statewide Works</b>	10	None	90% of County Average Wage	Statutory & Discretionary Components	Statutory: Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 yrs for existing MO Business).	Discretionary: An additional benefit of up to 6% of new payroll each yr for 5 yrs (6 yrs for an existing MO Business) in refundable tax credits (not to exceed 9% of new payroll).	
<b>Mega Works 120</b>	100	None	120% of County Average Wage	Statutory & Discretionary Components	Statutory: 6% of new payroll each yr for 5 years (6 yrs for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits.	Discretionary: An additional benefit of up to 3% of new payroll each yr for 5 yrs (6 yrs for an existing MO Business) in refundable tax credits (not to exceed 9% of new payroll).	
<b>Mega Works 140</b>	100	None	140% of County Average Wage	Statutory & Discretionary Components	Statutory: 7% of new payroll each yr for 5 years (6 yrs for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits.	Discretionary: An additional benefit of up to 2% of new payroll each yr for 5 yrs (6 yrs for existing MO Business) in refundable tax credits (not to exceed 9% of new payroll).	
<b>Retention Works</b>	50 retained	50% or more of the incentive total	90% of County Average Wage	Discretionary	None	Retain 100% of State Withholding Tax for the retained jobs for 10 years.	Company must be at-risk for relocation out-of-state.

# Missouri Works Quarterly Report to the General Assembly

Total Credits Authorized From 04/01/2014 To 06/30/2014

Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/GSP in \$
<b>Missouri Works - Mega 140 Works</b>									
THE BOEING COMPANY	Approved	Statutory		\$2,005,763.00	\$2,354,592.00	107	\$0.00		
BURNS & MCDONNELL, INC.	Approved	Statutory		\$2,235,750.00	\$3,539,250.00	250	\$38,000,000.00		
<b>Missouri Works - Retention Works</b>									
SAINT LUKE'S HEALTH SYSTEM, INC.	Approved	Discretionary	541	\$0.00	\$6,981,804.00		\$13,838,847.00	1.29	\$0.00
FORREST T. JONES & COMPANY, INC.	Approved	Discretionary	215	\$0.00	\$1,666,731.00		\$3,000,000.00	4.1	\$1,801,000.00
MCGLADREY LLP	Approved	Discretionary	133	\$0.00	\$1,286,050.00		\$2,978,789.00	1.17	\$31,000.00
BERNSTEIN-REIN ADVERTISING, INC.	Approved	Discretionary	121	\$0.00	\$1,007,741.00		\$8,891,575.00	2.31	\$549,000.00
		<b>1,010</b>	<b>\$0.00</b>	<b>\$10,942,326.00</b>		<b>\$28,709,211.00</b>	<b>Avg: 2.22</b>		<b>\$2,381,000.00</b>
<b>Missouri Works - Rural Works</b>									
BULK TANK, INC.	Approved	Statutory		\$0.00	\$46,183.00	19	\$500,000.00		
				<b>\$0.00</b>	<b>\$46,183.00</b>	<b>19</b>	<b>\$500,000.00</b>	<b>Avg: 0.00</b>	
<b>Missouri Works - Statewide Works</b>									
CARGILL, INCORPORATED	Approved	Statutory		\$0.00	\$327,910.00	20	\$0.00		
ENGAGED IN LIFE, LLC	Approved	Discretionary		\$168,920.00	\$361,488.00	40	\$7,242,000.00	1.07	\$162,354,000.00
FUTURE CAST LLC	Approved	Statutory		\$0.00	\$357,683.00	52	\$500,000.00		
KINETIC SUPPLY COMPANY, LLC	Approved	Statutory		\$0.00	\$1,344,065.00	130	\$1,500,000.00		
KWS GATEWAY RESEARCH CENTER, LLC	Approved	Discretionary		\$248,850.00	\$345,829.00	21	\$17,200,000.00	2.39	\$110,168,000.00
MARTINREA RIVERSIDE, LLC	Approved	Discretionary		\$2,604,959.00	\$0.00	278	\$45,378,323.00	6.44	\$1,232,880,000.00
NATIONAL SOCCER COACHES ASSOCIATION OF AMERICA	Approved	Statutory		\$0.00	\$212,147.00	25	\$75,000.00		
Q & A RESEARCH, INC.	Approved	Statutory		\$0.00	\$140,801.00	16	\$50,000.00		

Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added / GSP in \$
SAINT LUKE'S HEALTH SYSTEM, INC.	Approved	Statutory		\$0.00	\$1,090,372.00	100			\$0.00
THREE DOG BAKERY, LLC	Approved	Statutory		\$0.00	\$425,270.00	67			\$350,000.00
PACE INDUSTRIES, INC. PATTERSON DIVISION (PATTERSON MOLD)	Approved	Statutory		\$0.00	\$118,770.00	19			\$4,400,000.00
TOTAL QUALITY LOGISTICS, LLC	Approved	Statutory		\$0.00	\$216,613.00	20			\$530,000.00
MCGLADREY LLP	Approved	Discretionary		\$104,099.00	\$204,945.00	11			\$38,452,000.00
ORBITAL ENGINEERING, INC.	Approved	Statutory		\$0.00	\$322,463.00	35			\$250,000.00
HUBER & ASSOCIATES, INC	Approved	Statutory		\$0.00	\$245,768.00	35			\$0.00
STOWERS INSTITUTE FOR MEDICAL RESEARCH	Approved	Statutory		\$0.00	\$186,000.00	50			\$7,000,000.00
SERVICE MANAGEMENT GROUP, INC.	Approved	Statutory		\$0.00	\$534,801.00	27			\$2,090,000.00
BEAUTY BRANDS, LLC	*Withdrawn	Discretionary		\$235,408.00	\$587,697.00	80			\$3,046,940.00
				<b>\$3,362,236.00</b>	<b>\$7,022,622.00</b>	<b>1,026</b>	<b>\$91,372,263.00</b>	<b>Avg: 2.55</b>	<b>\$1,684,998,000.00</b>
<b>Missouri Works - Zone Works</b>									
CEVA ANIMAL HEALTH, LLC	Approved	Statutory		\$0.00	\$30,296.00	5			\$564,132.00
DRAW ARCHITECTURE + URBAN DESIGN, LLC	Approved	Statutory		\$0.00	\$22,200.00	4			\$714,000.00
ENGINITY WORLDWIDE LLC	Approved	Statutory		\$0.00	\$47,813.00	5			\$250,000.00
HERITAGE TRACTOR, INC	Approved	Statutory		\$0.00	\$250,380.00	35			\$4,000,000.00
SCARRITT ENTERPRISES LLC	Approved	Statutory		\$0.00	\$12,937.00	2			\$100,000.00
THUNDERBIRD REAL ESTATE HOLDINGS, LLC	*Withdrawn	Statutory		\$0.00	\$189,857.00	35			\$3,500,000.00
WESTERN BLOW PIPE, INC.	Approved	Statutory		\$0.00	\$30,266.00	5			\$100,000.00
WILBERT FUNERAL SERVICES, INC.	Approved	Statutory		\$0.00	\$15,356.00	3			\$1,500,000.00
ENDURO INDUSTRIES LLC	Approved	Statutory		\$0.00	\$67,474.00	24			\$3,130,000.00
FOODSERVICEWAREHOUSE.COM,LLC	Approved	Statutory		\$0.00	\$226,966.00	40			\$1,750,000.00
AG-POWER, INC.	Approved	Statutory		\$0.00	\$275,813.00	28			\$1,000,000.00
SFS ARCHITECTURE, INC.	Approved	Statutory		\$0.00	\$66,126.00	12			\$556,000.00

Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/GSP in \$
ENTREPRENEUR ADVERTISING GROUP, LLC DBA EAG ADVERTISING & MARKET	Approved	Statutory		\$0.00	\$17,042.00	2	\$100,000.00		
					<b>\$0.00</b>	<b>\$1,252,526.00</b>	<b>200</b>	<b>\$17,264,132.00</b>	<b>Avg: 0.00</b>
			<b>1,010</b>	<b>\$7,603,749.00</b>	<b>\$25,157,499.00</b>	<b>1,602</b>	<b>\$175,845,606.00</b>	<b>Avg: 2.40</b>	<b>\$1,687,379,000.00</b>

\*Projects were approved by DED and then withdrawn by the company.

## Corrections

For period ending March 31, 2014

The following 2 projects had corrections to the fields "Net General Revenue Benefit Ratio" and "Value-Added/GSP in \$", the corrections are shown below.

Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added /GSP in \$
<b>Missouri Works - Mega 120 Works</b>									
AVIATION TECHNICAL SERVICES, INC.	Approved	Discretionary		\$9,613,504.00	\$0.00	544	\$0.00	1.02	\$545,502,000.00
<b>Missouri Works - Retention Works</b>									
SYSSCO ST. LOUIS, LLC	Approved	Discretionary	245	\$0.00	\$4,588,017.00		\$13,507,000.00	3.92	\$802,368,000.00

## Proposal Assignment Tracking (April 1, 2014 - June 30, 2014)

Project ID	# of Business Days from PIR to RFP	# of Business Days from RFP to Proposal	# of Business Days from PIR to Response
1402011	15	8	0
1403022	0	1	1
1403023	9	2	2
1403024	0	8	4
1403025	4	4	8
1404001	0	5	5
1404001	0	5	5
1404002	3	3	2
1404003	2	8	2
1404010	0	5	4
1404034	1	3	4
1404043	3	5	0
1405003	0	3	3
1405008	0	7	7
1405011	5	9	7
1405014	3	7	0
1405016	3	4	7
1406004	1	2	3
1406013	0	6	0
1406016	3	4	7
1406019	0	9	0
1406025	0	0	0
1406025	0	0	0
1406025	0	0	0
<b>Average Response Time in Days</b>			<b>2.84</b>

**\*Duplicate Project ID's indicate multiple requested proposals.**

### **Notes:**

\*PIR=Date Completed Project Information Request is submitted to DED.

\*\*RFP=Date Request for Proposal is submitted to Finance.

\*\*\*Proposal=Date Proposal is completed and sent to Company.

\*\*\*\*Response=Date Proposal is sent to Company or Date of Response Letter, whichever is first.